Inside Sales Representative – Uncapped Earnings!

Rochester, NY · Full-time · **$52k**

Inside Sales Representative – Uncapped Earnings!
Location: Rochester, NY – onsite
Salary: $52,000 Base Salary + Uncapped Commissions (1st yr. OTE: $64K+)
Benefits: Medical, Dental, Vision, 401(k) w/match, Holidays, PTO
Job Type: Full-time
Typical Hours: Mon-Fri, 9:30 am – 5:30 pm ET
Travel: None
Start Date: ASAP or early 2027
Sponsorship is not available

Inside Sales Representative Description

Our client, an established and growing luxury goods wholesaler, is seeking a personable and driven Inside Sales Representative to join their Rochester team. This relationship-driven sales role values your ability to connect with people, ask the right questions, and build trust as much as your sales experience. You'll be given an existing pool of prospects and accounts to develop through consistent outbound outreach, including new prospects, former customers, and existing opportunities. Rather than relying on a rigid script, you'll learn each customer's business, build genuine relationships, and develop your own book of business over time. The ideal candidate is confident on the phone, emotionally intelligent, competitive, coachable, and persistent. If you have a strong foundation in sales and know how to connect with people, this is an excellent opportunity to develop your consultative selling skills, earn uncapped commission, and build a long-term sales career.

Please note that our client is open to a start date after the holidays, should that work better for you.

Inside Sales Representative Responsibilities

- Build and grow relationships with new and existing customers
- Conduct consistent outbound prospecting and customer outreach
- Manage and develop an assigned pool of leads and accounts
- Learn customers' businesses, preferences, and purchasing needs
- Recommend products and solutions based on individual customer needs
- Follow up consistently by phone, email, and text when appropriate
- Build and grow your own book of business over time
- Maintain accurate sales activity and customer information within the CRM
- Develop strong knowledge of the company's products and the diamond/jewelry industry
- Meet individual activity, sales, and account-growth goals

Inside Sales Representative Qualifications

- 1+ year of sales or other customer-facing experience preferred
- Strong verbal communication skills and confidence speaking with customers by phone required

- Ability to build rapport, ask thoughtful questions, and connect with different personalities required
- Comfortable with outbound prospecting and a high-volume calling environment required

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